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Education
*B.S.B.A., Kenan-Flagler Business
School, University of North
Carolina-Chapel Hill, 1996*

Nathan A. Darling

Director of Client Development & Marketing

Nathan provides strategic direction and tactical support that enables the firm to strengthen its existing client relationships and pursue new business opportunities.

A former President of the Legal Marketing Association's Capital Chapter (the largest in the U.S.), he currently serves the Legal Marketing Association's international organization as Chair of its Sponsor Relations Committee and as a member of the 2008 Annual Conference Planning Committee.

Professional Background

Prior to joining Van Ness Feldman, Nathan worked at Kirkpatrick & Lockhart Nicholson Graham LLP (now K&L Gates) as a Marketing Manager in charge of that firm's Washington and Miami offices. He was also responsible on a firmwide basis for the firm's market-leading investment fund, securities enforcement and mortgage banking practice areas.

Nathan began his legal marketing career as Client Services Manager for Collier Shannon Scott (now Kelley Drye Collier Shannon), the first such position established at that firm.

His professional background also includes front-line and supervisory client service roles in the hospitality and commercial real estate industries.

Professional and Civic Affiliations

- Legal Marketing Association

Publications

"Marketing and Business Development: Who Does What and What's the Difference Anyway?" *ALA Capital Connections*, 2004